

MAIL TO:  
Office of the Attorney General  
Registry of Charitable Trusts  
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Sacramento, CA 95814  
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WEBSITE ADDRESS:  
<http://caag.state.ca.us/charities/>

## COMMERCIAL FUNDRAISER FOR CHARITABLE PURPOSES

### 2000 ANNUAL FINANCIAL REPORT

(California Government Code Section 12599)

Failure to file annual financial report by January 30 annually for each calendar year of solicitation may result in fines or filing penalties as defined in Government Code Section 12586.1 (Recently enacted).

An annual financial report must be filed for each event for each charity solicited for during the previous calendar year.



Name and Address of Commercial Fundraiser:

CF Number 436

MKTG TeleServices, Inc.

Name of Commercial Fundraiser

101 Continental Blvd., Suite 400

Address of Commercial Fundraiser

El Segundo CA 90245-4512

City, State, and ZIP Code of Commercial Fundraiser

Telemarketing held (on) (from) 1/14/2002

(Type of Activity)

Name and Address of Charitable Organization or Charitable Purposes:

CT No. 3896 F.E.I.N. No. 94-1156254

San Francisco Symphony

Name of Charity

Davies Symphony Hall

Address of Charity

San Francisco, CA 94102

City, State, and ZIP Code of Charity

8/24/2002

(Date or dates must be shown)

1.

#### REVENUE

- A. Cash contributions
- B. Entertainment sales or admission charges
- C. Sales from products
- D. Advertisement sales
- E. Membership fees
- F. Other sources: (Specify)

a. \_\_\_\_\_  
b. \_\_\_\_\_  
c. \_\_\_\_\_  
d. \_\_\_\_\_

#### G. TOTAL REVENUE

A. \_\_\_\_\_  
B. \_\_\_\_\_  
C. \_\_\_\_\_  
D. \_\_\_\_\_  
E. \_\_\_\_\_  
Fa. \_\_\_\_\_  
Fb. \_\_\_\_\_  
Fc. \_\_\_\_\_  
Fd. \_\_\_\_\_

\$660,193

G.

2.

#### EXPENSES

(SEE ATTACHED)

- A. Fees or commissions
- B. Salaries
- C. Payroll taxes
- D. Employee benefits
- E. Cost of merchandise for resale
- F. Cost of entertainment
- G. Postage
- H. Advertising
- I. Telephone
- J. Rental of equipment
- K. Facilities charge
- L. Permits
- M. Other expenses: (Specify)

a. \_\_\_\_\_  
b. \_\_\_\_\_  
c. \_\_\_\_\_  
d. \_\_\_\_\_

#### N. TOTAL EXPENSES

A. \_\_\_\_\_  
B. \_\_\_\_\_  
C. \_\_\_\_\_  
D. \_\_\_\_\_  
E. \_\_\_\_\_  
F. \_\_\_\_\_  
G. \_\_\_\_\_  
H. \_\_\_\_\_  
I. \_\_\_\_\_  
J. \_\_\_\_\_  
K. \_\_\_\_\_  
L. \_\_\_\_\_  
Ma. \_\_\_\_\_  
Mb. \_\_\_\_\_  
Mc. \_\_\_\_\_  
Md. \_\_\_\_\_

\$237,262

N.

3. Distribution or net to charitable organization or charitable purposes

\$422,931

3.

4. (a) Is any officer, director, partner or owner of the Commercial Fundraiser in any way affiliated with or control, directly or indirectly, the charitable organization for which the Commercial Fundraiser has contracted to solicit?

☒ Yes ☒ No If "yes," complete the following:

Name of officer, director, partner or owner of Commercial Fundraiser	Name and address of charitable organization	Relationship of officer, etc. To charitable organization

(b) For each affiliation identified in 4(a), attach copy of the contract between the commercial fundraiser and the charity.

Under penalties of perjury, I declare that I have examined this report, including accompanying documents, schedules and statements, and to the best and complete.

Paul S. Papich Sr. Vice President

Printed Name Paul S. Papich Title \_\_\_\_\_ Date \_\_\_\_\_  
Charitable organization for verifying the distribution.  
MICHAEL D. GRADE MGK OF ACTG. + BUDGET 2/7/03  
Printed Name \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_  
ROBERTA D'Annunzio membership 2/7/03  
Printed Name \_\_\_\_\_ Title \_\_\_\_\_ Date \_\_\_\_\_  
manager

Registry of Charitable Trusts  
Attorney General's

MAR 4 3 2002

RECEIVED

San Francisco Symphony  
2002 Telefundraising Campaign

Total money received by	San Francisco Symphony	\$660,193
Total fees* paid to	MKTG TeleServices, Inc.	\$237,262
Total net to	San Francisco Symphony	\$422,931

Total fees and commissions paid to MKTG TeleServices, Inc. by San Francisco Symphony	\$237,262
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Cost of Campaign:	
salaries: agents and managers	\$147,114
payroll taxes	\$14,600
advertising and supplies	\$4,000

Cost of Operations:	
operating expenses	\$59,316

Total expenses paid by MKTG TeleServices, Inc. out of commissions earned from San Francisco Symphony	\$225,030
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net	\$12,233
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\*these expenses are percentages of Commissions  
based on MKTG TeleServices, Inc.'s operating  
ratios.

MKTG TeleServices, Inc. does not receive donated funds. All monies rec'd are as reported to  
MKTG TeleServices, Inc. by the charitable organization.

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